

■ Inventory Management

Provided a client with best practices to transition to Cycle Counts from physical counts; instructed warehouse personnel on how to implement.

Result: Improved efficiency in inventory management and increased accuracy – better reporting and decision making; improved cash flows.

■ Cost Validation Study

Performed cost validation study for a manufacturer, including verification of bill of material costs, direct labor, overhead costs, and sensitivity analysis using various assumptions. Directly participated in price adjustment negotiations with customer, based on the analysis performed.

Result: Contract price and terms renegotiation.

■ Strategic Analysis

Strategic Analysis on what products to pursue and what products to discontinue – margin analysis, cash flow projections based on current performance; comprehensive Benchmark Analysis with recommendations and Forecasts, including Sensitivity Analysis.

Result: Product discontinuance of poor performing products.

■ Evaluation of various options for ERP systems

Evaluation of various options for ERP systems – system change vs. systems upgrade.

Result: System upgrade only; improved reporting without incurring significant costs.

■ Due Diligence work related to Acquisitions

Provided professional advice and guidance on accounting and tax implications. In another instance – provided checklist to the client to perform his own diligence process.

Result: Client had full support in complicated transaction.

■ Restructuring

Provided professional advice and guidance on accounting and tax implications.

Result: Client had full support in complicated transaction.

■ Incentive Compensation/Equity awards Analysis

Assisted the client in choosing appropriate award – advised on valid award options and analyzed accounting and tax implications.

Result: Client chose proper awards to compensate their key employees and management team members.